

IRON CONSTRUCTION NAMED SBA's NORTHERN CALIFORNIA 2014 SMALL BUSINESS OF THE YEAR

April 22, 2014 Walnut Creek, CA Bay Area Development Company announces that its client, Iron Construction, has been named the 2014 Small Business of the Year for the SBA's San Francisco District, which covers all of the Bay Area and portions of Northern California.

Claudia Folzman and David Edgar were very successful in their respective construction jobs during the dot com boom but missed having personal interactions with clients during the course of their projects. In 2001 they joined forces and opened the doors of Iron Construction. From the beginning, the company focused on exceptional quality and on-time delivery, and built a specialized team that could deliver on a wide range of commercial construction projects, including commercial interiors, data centers, clean rooms and labs.

As demand for Iron Construction's services increased, Folzman and Edgar decided to build a permanent home for their company instead of continuing to rent a facility. Partnering with Bay Area Development Company and Wells Fargo Bank, they purchased a 27,000 square foot space in Sunnyvale in 2013 and began extensive renovations that include utilizing geothermal energy and making the space LEED Gold Certified. In addition to being extremely energy efficient, the new location gives Folzman and Edgar the room they need to double their workforce over time.

Jim Baird, President and CEO of Bay Area Development, says, "I am thrilled that Claudia and Dave have received this award.



David Edgar & Claudia Folzman on the job.

They run an exceptional company and are passionate about delivering construction services that are outstanding in every way. It is truly fitting to honor a company that has weathered the recession, grown substantially, created a significant number of jobs and gives back to the communities it serves. I am very proud they chose an SBA 504 loan from Bay Area Development to help their business grow."

Iron Construction and its owners will be honored on May 12 at the National Small Business Week kick-off in San Francisco, attended by SBA Administrator Maria Contreras-Sweet, with a live stream on Twitter. The private event is being held as part of the San Francisco Small Business Week celebration, which runs from May 12-16. www.sfsmallbusinessweek.com The SBA's San Francisco District has presented the Small Business Person of the Year Award since the early 1980's and eleven of the award's recipients have been Bay Area Development clients.

About Iron Construction

Iron Construction, Inc. is a respected Silicon Valley based commercial general contractor serving the wider Bay Area. Founded in 2001, the company specializes in commercial interiors, technology and life sciences, with executive management part of each project. Throughout Northern California, Iron Construction's quality work, safety practices and commitment to the community has made the company a key player in commercial real estate.

Since inception, the annual Iron Construction Charity Golf Classic has raised over \$350K for Operation: Care and Comfort (OCC). Additional philanthropic outreach includes participation in OCC's Adopt a Military Family, Loaves and Fishes Thanksgiving Canned Food Collection, Next Door Solutions to Domestic Violence Holiday Clothing and Toy Drive, Friends of Los Gatos Creek Clean Up Day, Share Your Holiday program, Walk for Life, Tough Mudder's Wounded Warrior Project and Links for Life.

www.ironconstruction.com

About Bay Area Development Company

Founded in 1981, Bay Area Development Company is an SBA licensed lender that works with banks and the SBA's 504 program to provide small and mid-sized companies with long-term commercial real estate financing. 504 loans have fixed, below-market interest rates and low down payments which allow businesses to purchase land and buildings, renovate existing facilities and acquire equipment. Bay Area Development is headquartered in Walnut Creek, with offices in Fresno and Los Angeles. Since inception, the company has provided more than \$3 billion to small businesses throughout California.

www.bayarea504.com

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